

Message Text

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STATE/AF/E?GGAY/INFO

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FM SECSTATE WASHDC

TO AMEMBASSY PORT LOUIS PRIORITY

UNCLAS STATE 131430

E.O. 11652:N/A

TAGS: BEXP, BFOL:MP

SUBJECT: SPECIAL TRADE OPPROTUNITY: CERNOL CHEMICALS LTD.
PORT LOUIS

REF: PORT LOUIS 0441; STATE 127535

1. GUS SAWN, EXPORT MANAGER, WITCO CHEMICAL COMPANY,
INTERNATIONAL DIVISION, 277 PARK AVENUE, NEW YORK,
NEW YORK 10017 ASKED THAT FOLLOWING OFFER BE CONVEYED
CERNOL:

A. SULPHONATE DODECYLBENZENE ALKYLATE (BRAND NAME
SULFRAMIN).

DESCRIPTION: SULFRAMIN FLAKES OR POWDER, BIODEGRADABLE
(TYPICAL 80 PERCENT ACTIVE).

QUANTITY: 120/200-POUND FIBER DRUMS (FURNISHED) OR
24,000 POUNDS (TRUCKLOAD EQUIVALENT).

PRICE: 48 U.S. CENTS PER POUND FAS NEW YORK.

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B. DODECYLBENZENE SULPHONIC ACID ALKYLATE (BRAND NAME
SULFRAMIN 1298):

DESCRIPTION: LIQUID " AS IS" BASIS, BIODEGRADABLE TYPICAL
97 PERCENT ACTIVE.

QUANTITY: 54/450-POUND STEEL DRUMS (FURNISHED)
OR 23,300 POUNDS (TUCKLOAD). DRUM WEIGHT 450 POUNDS NET
OR 498 POUNDS GROSS.

11.2 CUBIC FEET(STEEL DRUMS WITHIN A DRUM) DECK
SPACE REQUIRED.

PRICE: 41 U.S. CENTS PER POUND FAS NEW YORK.

2. LANDED COSTS NOT INCLUDED BUT WILL BE FURNISHED IF
DESIRED.

3. DRUM COSTS INCLUDED IN PRICE. OFFER SUBJECT
TO PRODUCT AVAILABILITY AND FINAL PRICE CONFIRMATION NEW YORK.

4. ESTIMATED SHIPPING DATE FOUR TO FIVE WEEKS TO SEABOARD
(NEW YORK) AFTER RECEIPT OF ORDER.

5. COMMERCE WOULD BE PLEASED TO TELEPHONE CERNOL REPLY TO
WITKO.
KISSINGER

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